

FIGURE 1

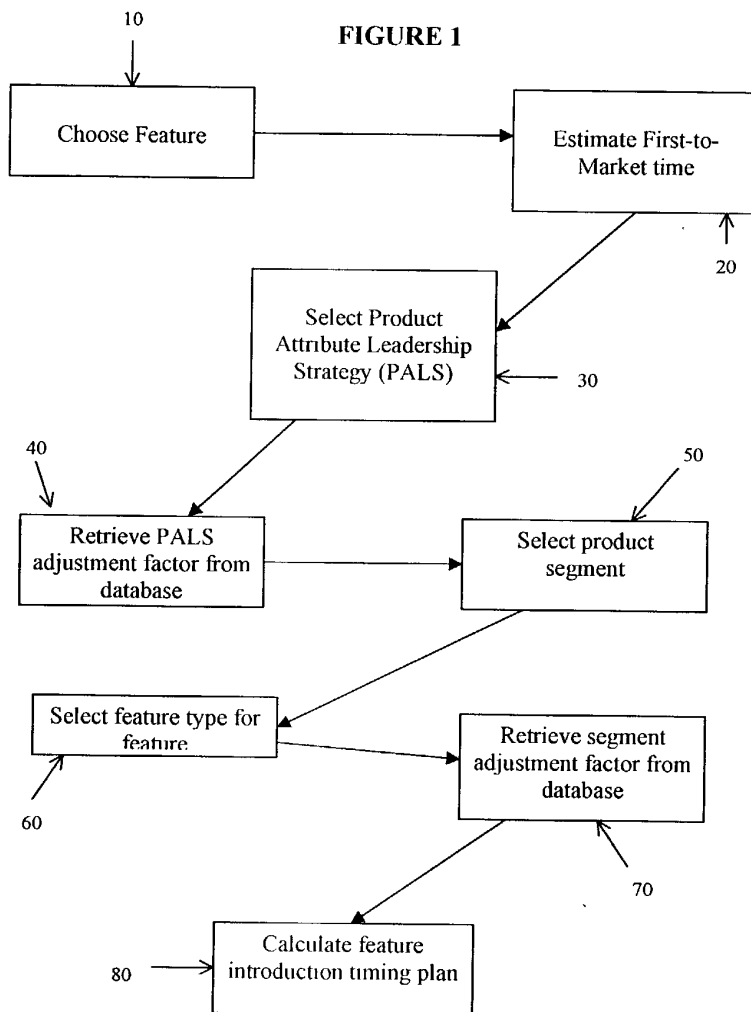


FIGURE 2

100

110

PALS Adjustment Factor

L	Leader	0 Years
A	Among the Leaders	+1 Years
C	Competitive	+2 Years
U	Uncompetitive	+3 Years

FIGURE 3

200

210

220

Segment Adjustment Factor (in years)

Feature Type

	Car Segments							Truck Segments						
	Compact	Midsize	Large	Sporty	MPV	Luxury	Premium Luxury	Compact Pickup	Fullsize Pickup	Compact SUV	Midsize SUV	Fullsize SUV	Luxury SUV/Pickup	Fullsize Van
F Family	+4	+3	+4	+4	0	+1	+1	+4	+2	+2	+2	0	0	+1
G General	+2	+1	+1	+1	+1	0	0	+2	+1	+1	+1	0	0	+1
I Indulgence	+4	+4	+4	+4	+2	+1	0	+4	+4	+4	+4	+2	+1	+4
Y Youth	0	+1	+4	0	+2	+1	+1	0	+2	0	+2	+1	+1	+2

